

DIRECTOR OF CENTRAL INTELLIGENCE

Executive Registry


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25 June 1985

NOTE FOR: Executive Director
FROM: DCI
SUBJECT: Telling Lies, by Paul Ekman

See that the right people see this.


William J. Casey

Attachment:
Book, subject above, and
letter from Dr. Ekman
dtd 19 June 1985

Distribution

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The Director of Central Intelligence

Washington, D.C. 20505

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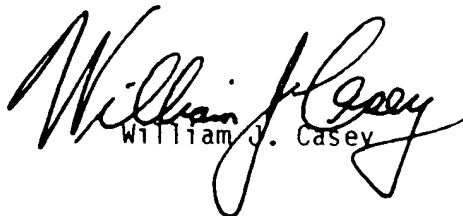
Dear Dr. Ekman,

I appreciate your thoughtfulness in sending me a copy of your book.

We will see what we can learn from it in our interrogation of techniques and other activities in which it may be relevant.

Best regards.

Sincerely,


William J. Casey

Dr. Paul Ekman
Human Interaction Laboratory
University of California, San Francisco
401 Parnassus Avenue
San Francisco, California 94143



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24 JUN 1985

HUMAN INTERACTION LABORATORY

UNIVERSITY OF CALIFORNIA, SAN FRANCISCO

SCHOOL OF MEDICINE
PSYCHIATRY DEPARTMENT
LANGLEY PORTER INSTITUTE

June 19, 1985

Executive Registry

85- 2525

Hon. William J. Casey
Director, Central Intelligence Agency
Old Executive Office Building
3rd Floor
White House
Washington, D.C. 20505

Dear Mr. Casey:

I am writing to you at the suggestion of [] about my recent book TELLING LIES. The press reviews (N.Y. Times Book Review, Time magazine, copies enclosed) did not mention that my book discusses lies related to national security matters. Yet my concern about how my work might be used on national security matters was a major impetus for writing the book, and lies involved in espionage and diplomacy are discussed in almost every chapter.

STAT

My book attempts to explain why some lies succeed while others fail. Why do people ever make mistakes when they lie? My answer is applicable to any kind of lie: marital, business, intelligence, diplomatic, etc. I focus primarily upon mistakes in which the liars own behavior (facial, vocal or bodily expressions) betrays his lie. One chapter deals with the polygraph, and a section in it deals with the special problems in using the lie detector to catch spies.

I don't mention in my book that when I was a Fulbright Lecturer in the Soviet Union I was quizzed by Soviet officials about how to use my techniques in interrogations. I believe there are opportunities as well as hazards. While the yield from behavioral clues to deceit is probably much lower in diplomacy and espionage than in lies within a family, there are occasions when it can be helpful.



MAILING ADDRESS: 401 PARNASSUS AVENUE, SAN FRANCISCO, CA 94143

TEL: (415) 681-8080

I have enclosed a copy of my book and hope that you will find it of interest.

Sincerely,



Paul Ekman, Ph.D.
Professor of Psychology

Enclosures:

TELLING LIES

Reviews: N.Y. Times

Time magazine

cc:

STAT

TELLING LIES

Telling Lies is fascinating, full of interesting ideas and intriguing information. Ingenious in his pursuit of how we detect lies, Ekman uses history, fiction, and laboratory studies to shed light on some of our strangest impulses and most deeply human behavior.

—Robert Kern

Professor of Psychology, University of California, Berkeley

This admirable book offers both a wealth of detailed, practical information about lying and the detection and a penetrating analysis of the ethical implications of these behaviors. It is strongly recommended to physicians, lawyers, diplomats and all those who must learn even themselves with detection of deceit.

—Jerome D. Frank

The Johns Hopkins University School of Medicine

In *Telling Lies* Paul Ekman has drawn authority on the most pertinent research—much of it his own—to illuminate thoughts which are private but which can have fearful consequences. In its judicious application of ingenious research techniques to questions of societal importance, this work has few peers.

Blomquist Campbell

Harvard University

Telling Lies is a fascinating addition to the literature on the detection of deception. Using neurophysiological techniques to read body language, voice and speech patterns, Ekman offers a new tool for use by law enforcement and other criminal justice professionals.

—Martin Rutter

Law Institute Policy Department



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